California CITD

Centers for International Trade Development

Services that Promote Exports and International Business Education

Presented by: Larry Dixon

California Centers for International Trade Development www.citd.org





What Does the CITD Do?



http://fresnocitd.org/what-the-center-for-international-trade-development-can-do-for-you/

Today's Takeaway

- What can the California Centers for International Trade Development do for you?
- Services Available
- Upcoming Activities



CITDMission

We invest in California's economic growth and global competitiveness through industry-specific education, training and services that contribute to a highly skilled and productive workforce.

Services

- Key Services Include:
- Deliver Export and Import Programs to Create Jobs
- Inform Career Pathways and Technical Assistance
- Expand Global Trade
 Curriculum and
 International Marketing
 Opportunities



THE CITD IS CALIFORNIA'S AGRICULTURAL EXPORT ARM

- Memorandum of Agreement with California Department of Food and Agriculture since 2005
- CITD is California's WUSATA Representative and Project Managers for Generic Activities
- Coordinate and Host All Incoming & Outgoing Food & Agricultural Trade Missions on behalf of CDFA



Partners in Agriculture USDA Foreign Ag Service

- Free Services from Agricultural Trade Offices
 - GAIN Reports
 - Appointments with Distributors
 - Trade Leads
 - Trade Shows
 - In-country Promotion
 - Regulations/Labeling/Protocols
 - FAS staffs 96 offices in over 75 countries around the world
 - Website: http://www.fas.usda.gov/



Upcoming Activities

- Exporting Best Practices June 16, 2015
- WUSATA Produce Inbound Mission July 2015 <u>www.wusata.org</u>
- Fresno Food Expo July 23, 2015
- Additional Events at:

http://fresnocitd.org and www.citd.org for more information!

Exporting Best Practices

Exporting Best Practices/Importing into U.S.

2015 Workshop Schedule



EXPORTING BEST PRACTICES

Curious about the advantages and risks associated with exporting? Need more information to take your next step in the international marketplace? Is your company ready to export? Have questions about exporting your product or

This introductory workshop is for those interested in exploring the world of international business. The program will cover:

- Step-by-Step Export Process
- Selling: Domestic vs. International
- **Export Readiness**
- **Export Logistics & Documentation**
- Methods of Payment
- Terms of Sale (Incoterms)
- Developing an Export Strategy

IMPORTING INTO THE UNITED STATES

Are you familiar with the legal aspects of importing? Know when and how to use a customhouse broker? Is U.S. Customs causing delays in your shipment? Can your product be imported quickly, economically and legally?

Learn the basic steps involved when importing products into the United States. Discover how you can overcome barriers to importing. The program will cover:

- **Entry Process**
- Import Documentation & Invoices
- Assessment of Duty
- **Import Laws & Regulations**
- **Tariff Classifications**
- Special Requirements
- Foreign Trade Zones

Workshops are taught by industry exports and include one hour free consultation.





California Centers for International **Trade Development** State Center Community College District 390 W. Fir Ave., Rm. 301, Clovis, CA 93611 (559) 324-6401

REGISTRATION

Fee: \$65 Per Workshop \$110 if Registered for Both Deadline: 2 Days Prior to Event

Online Registration at: http://www.fresnocitd.org/events













Premiere Regional Trade Show in the Central Valley

Major Partner of International Trade

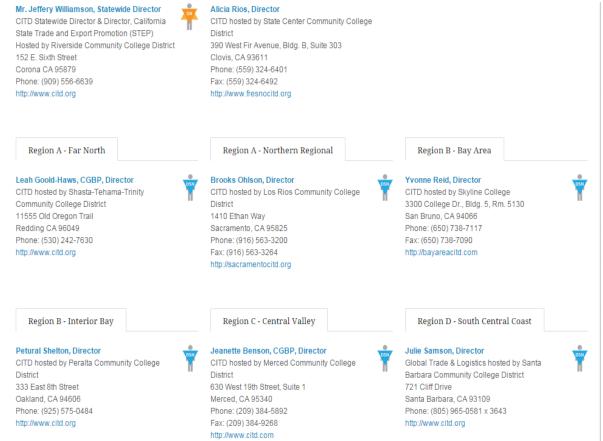
- International Buyers
- Representing 3+ Global Markets
- Custom Match-making Appointments
- Market Research & Briefing
- Export Preparation & Training
- Registered Exhibitors are Eligible to Meet with Buyers
- http://www.fresnofoodexpo.com/



Thursday, July 23, 2015

Locate a CITD near you!

http://citd.org/contact/citd-network/



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